

Canada Med Services

Referral Agent Business Plan - High Producer

Agent Goals

To Personally Acquire 50 New Customers Per Month
 To Personally Acquire 2 New Sub Agents (Tier 2) Per Month
 Train Sub Agents How to Acquire 10 New Customers Per Month Each

Financial Assumptions

Tier 1 Referral Commissions (Average of \$17.002 per order)
 Tier 2 Referral Commissions (Average of \$3.50 per order) (note 2)
 Customer Reorder Rate (4) (Customers Reorder Every 3 Months)
 Number of new customers each month (personal production) (5)
 Number of new sub agents each month (personally enrolled) (6)
 Number of new customers each month (sub agent production) (7)

\$ 20.00
\$ 4.30
90%
50
2
10

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Tier 1 Referrals - Personal Customers												
New Customers Each Month (ave of \$20 Each)	200	200	200	200	200	200	200	200	200	200	200	200
Customer Reorders (90% reorder every 3 months)				180	180	180	342	342	342	488	488	488
Total Tier 1 Orders (Personally Enrolled Customer)	200	200	200	380	380	380	542	542	542	688	688	688
Total Tier 1 Referral Fees (Personal Production)	\$ 4,000	\$ 4,000	\$ 4,000	\$ 7,600	\$ 7,600	\$ 7,600	\$ 10,840	\$ 10,840	\$ 10,840	\$ 13,760	\$ 13,760	\$ 13,760
Tier 2 Referrals - Sub Agent Customers												
New Tier 2 Referral Agents Each Month	3	3	3	3	3	3	3	3	3	3	3	3
Total Tier 2 Referral Agents (cumulative)	3	6	9	12	15	18	21	24	27	30	33	36
New Customers Per Sub Agent (Tier 2 production)	50	50	50	50	50	50	50	50	50	50	50	50
New Tier 2 Customers (Sub Agent Production)	150	300	450	600	750	900	1050	1200	1350	1500	1650	1800
Customer Reorders (90% reorder every 3 months)				135	270	405	540	675	810	945	1080	1215
Total Tier 2 Customer Orders (Sub Agent Production)	150	300	450	735	1020	1305	1590	1875	2160	2445	2730	3015
Referral Fees on Tier 2 Sales	\$ 645.00	\$ 1,290.00	\$ 1,935.00	\$ 3,160.50	\$ 4,386.00	\$ 5,611.50	\$ 6,837.00	\$ 8,062.50	\$ 9,288.00	\$ 10,513.50	\$ 11,739.00	\$ 12,964.50
Total Monthly Referral Fees For Agent	\$ 4,645	\$ 5,290	\$ 5,935	\$ 10,761	\$ 11,986	\$ 13,212	\$ 17,677	\$ 18,903	\$ 20,128	\$ 24,274	\$ 25,499	\$ 26,725

Anticipated Monthly Income After 12 Months (Residual Income)
 Above Number Annualized

\$ 26,725
\$ 320,694

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a Canada Med Services Associate can or will earn through his or her participation in the CMS compensation plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation of guarantee of earnings would be misleading. Success with Canada Med Services results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend on how effectively you exercise these qualities.

Canada Med Services

Referral Agent Business Plan - Med Producer

Agent Goals

To Personally Acquire 50 New Customers Per Month
 To Personally Acquire 2 New Sub Agents (Tier 2) Per Month
 Train Sub Agents How to Acquire 10 New Customers Per Month Each

Financial Assumptions

Tier 1 Referral Commissions (Average of \$17.002 per order)
 Tier 2 Referral Commissions (Average of \$3.50 per order) (note 2)
 Customer Reorder Rate (4) (Customers Reorder Every 3 Months)
 Number of new customers each month (personal production) (5)
 Number of new sub agents each month (personally enrolled) (6)
 Number of new customers each month (sub agent production) (7)

\$ 20.00
\$ 4.30
90%
50
2
10

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Tier 1 Referrals - Personal Customers												
New Customers Each Month (ave of \$20 Each)	100	100	100	100	100	100	100	100	100	100	100	100
Customer Reorders (90% reorder every 3 months)				90	90	90	171	171	171	244	244	244
Total Tier 1 Orders (Personally Enrolled Customer)	100	100	100	190	190	190	271	271	271	344	344	344
Total Tier 1 Referral Fees (Personal Production)	\$ 2,000	\$ 2,000	\$ 2,000	\$ 3,800	\$ 3,800	\$ 3,800	\$ 5,420	\$ 5,420	\$ 5,420	\$ 6,880	\$ 6,880	\$ 6,880
Tier 2 Referrals - Sub Agent Customers												
New Tier 2 Referral Agents Each Month	3	3	3	3	3	3	3	3	3	3	3	3
Total Tier 2 Referral Agents (cumulative)	3	6	9	12	15	18	21	24	27	30	33	36
New Customers Per Sub Agent (Tier 2 production)	10	10	10	10	10	10	10	10	10	10	10	10
New Tier 2 Customers (Sub Agent Production)	30	60	90	120	150	180	210	240	270	300	330	360
Customer Reorders (90% reorder every 3 months)				27	54	81	108	135	162	189	216	243
Total Tier 2 Customer Orders (Sub Agent Production)	30	60	90	147	204	261	318	375	432	489	546	603
Referral Fees on Tier 2 Sales	\$ 129.00	\$ 258.00	\$ 387.00	\$ 632.10	\$ 877.20	\$ 1,122.30	\$ 1,367.40	\$ 1,612.50	\$ 1,857.60	\$ 2,102.70	\$ 2,347.80	\$ 2,592.90
Total Monthly Referral Fees For Agent	\$ 2,129	\$ 2,258	\$ 2,387	\$ 4,432	\$ 4,677	\$ 4,922	\$ 6,787	\$ 7,033	\$ 7,278	\$ 8,983	\$ 9,228	\$ 9,473

Anticipated Monthly Income After 12 Months (Residual Income)
 Above Number Annualized

\$ 9,473
\$ 113,675

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a Canada Med Services Associate can or will earn through his or her participation in the CMS compensation plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation of guarantee of earnings would be misleading. Success with Canada Med Services results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend on how effectively you exercise these qualities.

Canada Med Services

Referral Agent Business Plan - Low Producer

Agent Goals

To Personally Acquire 50 New Customers Per Month
 To Personally Acquire 2 New Sub Agents (Tier 2) Per Month
 Train Sub Agents How to Acquire 10 New Customers Per Month Each

Financial Assumptions

Tier 1 Referral Commissions (Average of \$17.002 per order)
 Tier 2 Referral Commissions (Average of \$3.50 per order) (note 2)
 Customer Reorder Rate (4) (Customers Reorder Every 3 Months)
 Number of new customers each month (personal production) (5)
 Number of new sub agents each month (personally enrolled) (6)
 Number of new customers each month (sub agent production) (7)

\$ 20.00
\$ 4.30
90%
50
2
10

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Tier 1 Referrals - Personal Customers												
New Customers Each Month (ave of \$20 Each)	20	20	20	20	20	20	20	20	20	20	20	20
Customer Reorders (90% reorder every 3 months)				18	18	18	35	35	35	50	50	50
Total Tier 1 Orders (Personally Enrolled Customer)	20	20	20	38	38	38	55	55	55	70	70	70
Total Tier 1 Referral Fees (Personal Production)	\$ 400	\$ 400	\$ 400	\$ 760	\$ 760	\$ 760	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,400	\$ 1,400	\$ 1,400
Tier 2 Referrals - Sub Agent Customers												
New Tier 2 Referral Agents Each Month	3	3	3	3	3	3	3	3	3	3	3	3
Total Tier 2 Referral Agents (cumulative)	3	6	9	12	15	18	21	24	27	30	33	36
New Customers Per Sub Agent (Tier 2 production)	5	5	5	5	5	5	5	5	5	5	5	5
New Tier 2 Customers (Sub Agent Production)	15	30	45	60	75	90	105	120	135	150	165	180
Customer Reorders (90% reorder every 3 months)				14	27	41	54	68	81	95	108	122
Total Tier 2 Customer Orders (Sub Agent Production)	15	30	45	74	102	131	159	188	216	245	273	302
Referral Fees on Tier 2 Sales	\$ 64.50	\$ 129.00	\$ 193.50	\$ 318.20	\$ 438.60	\$ 563.30	\$ 683.70	\$ 808.40	\$ 928.80	\$ 1,053.50	\$ 1,173.90	\$ 1,298.60
Total Monthly Referral Fees For Agent	\$ 465	\$ 529	\$ 594	\$ 1,078	\$ 1,199	\$ 1,323	\$ 1,784	\$ 1,908	\$ 2,029	\$ 2,454	\$ 2,574	\$ 2,699

Anticipated Monthly Income After 12 Months (Residual Income)

\$ 2,699
\$ 32,383

Above Number Annualized

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a Canada Med Services Associate can or will earn through his or her participation in the CMS compensation plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation of guarantee of earnings would be misleading. Success with Canada Med Services results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend on how effectively you exercise these qualities.